



AFSPC Small Business Program

6 May 04

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HQ AFSPC/PKM**



Overview

- **FY03 - How did AFSPC Team do?**
- **FY04 - Small Business Plan**
- **AFSPC Small Business Specialists**

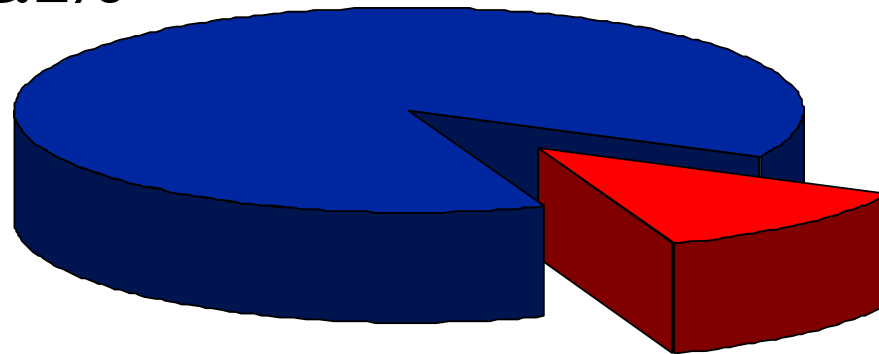




AFSPC FY03 Total Obligations

\$5,124,207,000

88.1%



11.9%

■ LR **\$4,513,369,000**

■ SB **\$610,838,000**



How did the AFSPC Team do?

	FY03 Actual	FY03 Goal	FY04 Goal
SB	11.9%	11.1%	12.9%
SDB	6.1%	4.5%	9.3%
WOSB	2.0%	4.6%	4.7%
HUBZone	0.8%	3.0%	0.8%
SDVOSB	0.2%	3.0%	0.3%
HBCU/MI*	5.0%		

* Goals not assigned to AFSPC



SB Program Plans - FY04

- **Air Force Small Business Program Plan for Fiscal Years FY04-08,**
- **7 Jan 04**



- **<http://www.selltoairforce.com/>**
- **<http://www.peterson.af.mil/hqafspc/contracting/smallbusinessindex.htm>**



AF Space Command Contracting Offices

MALMSTROM

341st Space Wing

F.E. WARREN

90th Space Wing

BUCKLEY

460 Air Base Wing

SCHRIEVER

50th Space Wing

PETERSON

**21st Space
Wing**

VANDENBERG

30th Space Wing

EL SEGUNDO

**Space and Missile
Center**

EL SEGUNDO

61st Air Base Group

PATRICK

**45th Space
Wing**

<http://www.peterson.af.mil/hqafspc>

[/contracting/ SmallbusinessSBSdirectory4Mar04.doc](#)

DISCUSSION





Back-up Slides



There are three ways to get your companies products on AFWay:

- 1) AFWay BPAs (reference the notice from HQ SSG/AQ--you may enter a proposal into the competition when the official solicitation is posted to HERBB (<http://herbb.hanscom.af.mil/>))**
 - Notice anticipated by 17 May**
- 2) MAJCOM Unique Contracts (AFSPC does not anticipate issuing additional BPAs at this time)**
- 3) Register to respond to RFQs as a non-contract vendor (Contact Ms. Shannon, 334-416-5415, for details about how to register)**



The Proposed Contract is Bundled if...!

- Solicitation consolidates two or more requirements
- A small business must have previously performed at least one of the consolidated requirements
- It must be true that a small business could have performed any of the requirements
- Solicitation must result in a **single** contract.
- Contract must be awarded and performed in the United States
- The question of whether the proposed contract is likely to be unsuitable for award to a small business because
 - Work is too diverse, large, or specialized;
 - Contract has too large an aggregate dollar value;
 - Any combination of the above factors exists.
- performance as a result of any combination of the above-described factors,

If the acquisition strategy team determines that the solicitation consolidates requirements to the degree that the resulting contract would be unsuitable for small business